

REGION 3 CHRONICLE

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Special Points of Interest

- Richmond District Office has the National Small Business Person of the Year.
- Delaware District Office has three Region 3 Champions.
- Philadelphia District Office hires 9 new employees in FY 2008.

RICHMOND DISTRICT HAS NATIONAL SMALL BUSINESS PERSON OF THE YEAR

The historic five-star Jefferson Hotel in Richmond was the setting for the 2008 Small Business Awards Luncheon on Friday, May 2nd. A crowd of 320 attendees feasted on filet mignon and honored Shawn C. Boyer, President and CEO of SnagAJob.com as both Virginia's Small Business Person of the Year and SBA's National Small Business Person of the Year. Also honored were several small business champions and Virginia's top SBA lenders. Joseph Kelleher, President and Treasurer of Richmond's Kelleher Corporation was named the Virginia and Region III Jeffrey Butland Family Owned Small Business of the Year.

An inspirational entrepreneurial address was given by Joel Erb, President and CEO of INM United, SBA's 2006 Region III Young Entrepreneur of the Year. Other speakers



Pictured from left: Ron Bew, SBA DD, Stephanie A. Watkins, R.A, Shawn C. Boyer, President and CEO, SnagAJob.com, and Honorable Bill Bolling, Lt. Governor of VA

included Lieutenant Governor Bill Bolling, Stephanie Watkins, SBA Regional Administrator, and Ron Bew, SBA's Richmond District Director. Awards were also presented to Virginia's top SBA lenders including Bank of America, Innovative Bank, Fulton Bank,

Surrey Bank and Trust, CIT Small Business Lending, Business Finance Group, Inc. and SunTrust Bank.

BALTIMORE'S NEW EMPLOYEES

New Hires:

Ed Knox joined the Baltimore District Office in late April as a Business Development Specialist with lender relations duties. Ed is a former small business owner and was most recently a small business

counselor with the MD SBDC's Central Region. Ed can be reached at (410) 962-6195, ext. 309 or via email at edward.knox@sba.gov.

Maureen Thompson has been hired as a summer intern to assist the BDO with 8a re-

views and other government contracting tasks.

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SENATOR CARPER & AA/OFO BILL MANGER AT DELAWARE SBW DINNER

The SBA Delaware District Office hosted its annual Small Business Week awards dinner, "There is No Business Like Small Business," on Monday, May 19, in Newark, Del. Featured speakers included keynoter Bill Manger,

associate administrator of the Office of Field Operations, U.S. Senator Tom Carper, and Stephanie Watkins, SBA regional administrator.

More than 290 guests enjoyed the wonderful dinner of filet mignon and salmon and the scenic venue of Deerfield Golf & Tennis Club. A highlight was the fused glass awards custom designed by Eye4Glass, a Delaware artisan-owned busi-

ness.

The event was co-sponsored by three of Delaware's certified development companies: Delaware Community Development Corporation, DelVal Business Finance Corporation and Mid-Atlantic Business Finance Company.

There were three Regional Champions; Anabel Panayotti, Exporter, John Ratliff, Entrepreneurial Success, and John James Orona, Young Entrepreneur.



Senator Tom Carper and SBA officials pictured with SBA's Delaware Small Business Week award winners. L to R Front Row: Fay Jacobs, Rehoboth Beach Main Street, SBA's Small Business Community of the Year; Mary Lenhoff, Bridgewater Jewelers, Family-Owned Small Business; Jayne Armstrong, SBA DD; Stephanie Watkins, SBA RA; Carla Withers, SBDC, Minority Small Business Champion; Anabel Panayotti, Port to Port International, Exporter of the Year. L to R Back Row: Carol Arnott, Greenville Financial, Women in Business Champion; Rocco Perate, Preferred Capital, Financial Services Champion; Senator Tom Carper; Bill Manger, SBA AA/OFO

INAUGURAL DIRECTOR'S EXCELLENCE AWARD

The 2008 West Virginia Small Business Week Celebration was held on June 5 at the West Virginia Cultural Center in Charleston. Six entrepreneurs and small business champions were recognized along with the three top SBA lenders for fiscal year 2007 at the event hosted by the West Virginia Chamber of Commerce. Judy McCauley, district director, presented the inaugural Director's Excellence Award to Nancy Ferner, business analyst at the Small Business Development Center of the Eastern Panhandle. This award will be presented annually to an individual or organization that goes above and beyond and makes a difference in the West Virginia small business community.

The West Virginia award winners recognized were: Harry M. Siegel, president of HMS TECHNOLOGIES from Martinsburg as Small Business Per-

son; Stephanie Ellingson, commercial banking officer for Huntington National Bank in Morgantown as Financial Services Champion; Meena Ahluwalia, president of Padgett Business Services of Morgantown as Minority Small Business Champion; April Kaull, statewide news coordinator for WV Media Holdings/WBOY-TV in Morgantown as Small Business Journalist; Jeanne Mozier, president of the Star Theatre in Berkeley Springs as Women in Business Champion* (also Regional Award recipient); and

Joshua Pearson and Brian Canterbury from Mountaineer Packaging LLC in Dunbar as SBA Young Entrepreneurs.

Also recognized as top lenders of SBA guaranty loans for 2007 were: The First State Bank as the top Community Bank; Superior Financial Group as the top CommunityExpress lender; and Huntington National Bank as the top large/national lender and overall number one SBA lender in West Virginia.



(l-r) Jim Pitrolo, from the office of Governor Joe Manchin, III; Judy McCauley, SBA's West Virginia district director; Harry Siegel, 2008 Small Business Person; Steve Roberts, president of the West Virginia Chamber of Commerce.

"There is No Business Like Small Business"

NEW PHILLY NINE

Since the beginning of FY08, the Philadelphia District Office has added nine new hires.

These new hires are: **Michael Wilk, DDD:** Mike is a retired U.S. Air Force Reserve Colonel who understands the small business community's concerns. He owns a cattle farm and is the only new hire that came from within the government.

Richard Green, Harrisburg Branch Manager: Richard has held senior economic development positions with the states of PA, MD and VA, as well as the US Dept. of Agriculture. **Jennifer Naylor, BDS/PIO:** Jennifer has held public relations positions within the small business community and advocated for

small business interests as an attorney litigating cases before administrative boards, and state and federal courts.

Andrea Giles, BDS: Andrea earned her M.B.A. from Columbia University and has extensive experience as a lender, portfolio manager, and equity analyst in the area.

Donald Jefferson, BDS: Don has over 30 years of experience in operations, merchandising, sales and technology consulting in the grocery industry. **Michael Kane, BDS:** After being the Enterprise Rental Car Manager at the Dallas-Fort Worth Airport (Enterprise's 3rd largest), Mike recently earned his Masters of Public Administration.

Bob Maximowicz, BDS: Bob

has earned his M.B.A. and possesses over 25 years of experience in all areas of economic development. His most recent assignment was with the NorthEast Pennsylvania Alliance. **George Murray, BDS:** George has over 15 years of Federal government contracting consulting experience and has been instrumental in his clients' procurement of more than \$10 billion in Federal government contracts.

John Xu, BDS: John has over 20 years of combined experience in international business development and lending, most recently having been a business loan officer for Chase Manhattan Bank in Rhode Island..

PEOPLE WHO HAVE MADE A DIFFERENCE

This past spring, Carl Knoblock, district director, Pittsburgh District Office, met a blacksmith, several engineers, communicators, an accountant, an academia and descendants of a family owned business started more than 100 years ago. On May 23 more than 475 guests at the 32nd annual Small Business Week Award Luncheon and trade show got the chance to see what Knoblock saw firsthand.

Videos showcasing each winner while at their respective job were shown during the luncheon at the Sheraton Station Square Hotel Complex. "The videos enabled everyone to see what a great job I have as the district director," Knoblock stated. "Every day I get the opportunity to meet people who want to take their vision and skills to the next level and start their own business."

Knoblock added that the 2008 winners truly were representative of the entrepreneurial spirit that symbolizes small business week. "We are honoring people who have made a difference, who have created jobs and a positive work environment," Knoblock said. "Each person here has made an impact on the region by sharing their expertise, enthusiasm and hard work.

The 2008 Small Business Week award winners were: Joseph Keller, PA Small Business Person of the Year; Brent G. Rondon, Region 3 Minority Small Business Champion of the Year; Dan Richey, Small Business Region 3 Journalist Champion of the Year; Peter Lambert, Young Entrepreneur of the Year; Alan Smith, Veteran Small

Business Champion of the Year; Susan Breon, Women in Business Champion of the Year; Dennis Piper, Financial Services Champion of the Year; Sauereisen, Family-Owned Business of the Year; Amy Veltri, Woman-Owned Business of the Year and Donald Carpenter, SCORE Volunteer of the Year.



DD Carl Knoblock congratulates Joseph Keller.

"We are honoring people who have made a difference, who have created jobs and a positive work environment."

REGION 3 HAS 2 OF THE 11 CITIES CHOSEN FOR THE e200 INITIATIVE

Philadelphia and Baltimore are two of the eleven cities chosen nationwide to participate in the e200 program. In fact, the initiative was first announced at the ICIC (Initiative for a Competitive Inner City) Conference in Philadelphia in October, 2007 and Philadelphia was the first city to hold its kickoff press conference.

The goal of the SBA Emerging 200 Program is to identify 200 inner city businesses across the country that show a high potential for growth and provide them with the network, resources, and motivation required to build a sustainable business.



RA Stephanie Watkins at the e200 Kick Off news conference in Philadelphia.

WASHINGTON METROPOLITAN MUSINGS

The Washington Metropolitan Area District Office has two new additions to its family, George Carlise and Christopher Jones.

George Carlise has been with SBA three years now. He started in Government Contracting Business Development with the Small Disadvantaged Business Program. Then he spent almost two years at the National Guaranty Purchase Center in Herndon, Virginia. His journey has brought him to the Washington Metropolitan Area District Office where George now enjoys the outreach of the 8(a) Business Development Program. He is a true public servant who does his best to benefit his fellow man. SBA provides George with the opportunity to demonstrate this attribute through his everyday work with the 8(a) community.

Chris Jones was raised in

Waynesboro, Georgia. He is a veteran who served four years on active duty for the United States Air Force. His time in the Air Force afforded him the opportunity to travel to Spain, Kuwait, Saudi Arabia, Italy, and Ireland. Chris recently came to the Washington Metropolitan Area District Office by way of the Air Force, where he was a civil servant employed as a Contracting Specialist Officer. His favorite activities are spending time with family and friends and administering his website: www.lifewriting.com. A website designed to provoke thought by imparting knowledge in an informative and creative manner.

We would also like to congratulate the Washington Metropolitan Area District Office's dedicated employees who were given pins for their length of service at the "2008 Recognition of Employee Ser-

vice in the Government of the United States of America" ceremony held on May 14, 2008. Special recognition to Mary Pasker and Willodean Quattlebaum of our office who both have 38 years of government service.

On June 20, 2008, the Washington Metropolitan Area District Office saluted its Small Business Person of the Year, Grace U. Dittmar, President and CEO of Trusted Mission Solutions, Inc., and its Small Business Champions of the Year at the annual Small Business Awards Breakfast Gala held at the Ronald Reagan Building and International Trade Center in Washington, D.C. This year's theme was "Gateway to the American Dream."

The e200 initiative will enable approx. 200 companies to participate in small graduate school type classes.